



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, June 3, 2010 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	July 1, 2010

MEMBERS PRESENT

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding
Dick Brogan, Kent County, Professional Member
Barbara Mitchell, Sussex County, Public Member
Karen Hamilton, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Elaine Woerner, New Castle County, Professional Member
Geri Parisi, New Castle County, Professional Member

MEMBERS ABSENT

Frani Melda, Kent County, Professional Member
Tim Riale, Sussex County, Professional Member
Dee Hake DeMolen, Kent County, Professional Member
Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson

DIVISION STAFF

Shauna Slaughter, Administrative Specialist II

ALSO PRESENT

Karen Alleva, NCCBOR

CALL TO ORDER

Mr. Tims called the meeting to order at 9:43 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Mitchell, seconded by Ms. Hamilton, to approve the May 6, 2010 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Discussion Regarding Annual Seminar Topics and Instructors

Mr. Tims advised the Committee that he has been in touch with two instructors who have agreed to speak at Annual Seminar regarding legislative topics. The instructors are Bill Ward and Charlotte Herbert. Mr. Tims will have them fax in an outline to show the specific topics they plan to speak about. The Committee's recommendations will be presented to the Real Estate Commission at the June Commission meeting.

Discussion Regarding CE Requirements

Mr. Tims advised the Committee that Ms. DeMolen agreed last month to head up a subcommittee to start working on proposed changes to the education requirements and mandatory courses. Ms. DeMolen was not present to provide an update.

Mr. Brogan advised that he has spoken to several brokers regarding the need to revamp the Broker Core Course. Everyone he has talked to agrees that it would be a good idea to make the Broker Core Course a workshop rather than a lecture course. Mr. Brogan will continue working on revamping the course and developing a draft to present to the Commission for review.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

A motion was made by Ms. Parisi, seconded by Ms. Woerner, to accept all letters of intent and course evaluations as submitted with the exception of the letter of intent for the pre-licensing course currently being held by Long and Foster Institute of Real Estate, because the course approval number is expired. Motion unanimously carried. The Committee agreed to allow Long and Foster to continue the class, but they will be informed that certificates of completion cannot be issued until they have submitted a new course provider application and a new approval number is issued. They will also need to submit a letter to the Commission requesting approval to give the participants credit.

Review of Course Provider Applications

A motion was made by Ms. Hamilton, seconded by Ms. Mitchell, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Course Provider: The Frederick Academy of Real Estate

Course Title: Common Real Estate Problems **Approved**

Credit Hours: 3

Course Provider: Jack Lingo, Inc. REALTOR

Course Title: Salesperson Core Course **Approved**

Credit Hours: 3

Course Title: Brokers Core Course **Approved**

Credit Hours: 6

Course Provider: New Castle County Board of Realtors

Course Title: Delaware Broker's Course **Approved**

Credit Hours: 99

Course Title: Property Management and Managing Risk **Approved**

Credit Hours: 6

Course Title: Introduction to Commercial Real Estate **Approved**

Credit Hours: 6

Course Title: Diversity and Doing Business **Approved**

Credit Hours: 6

Course Title: Ethics and Real Estate **Approved**

Credit Hours: 6

Course Title: Real Estate Finance Today **Approved**

Credit Hours: 6

Course Title: Real Estate and Taxes! What Every Agent Should Know **Approved**

Credit Hours: 6

Course Provider: Delaware Association of REALTORS

Course Title: GRI101: Planning & Developing a Real Estate Business **Approved**

Credit Hours: 15

Course Title: The Ups and Downs of the Real Estate Market **Approved**

Credit Hours: 3

Course Title: Silver Bullet Solutions **Approved**

Credit Hours: 3

Course Title: Environmental Concerns for REALTORS **Approved**

Credit Hours: 3

Course Title: Blueprint to Success **Approved**

Credit Hours: 3

Course Title: Home Staging Ins and Outs **Approved**

Credit Hours: 3

Course Title: Legislative Update – General Assembly **Approved**

Credit Hours: 3

Course Title: GRI601: Everything Legal: What You Should Know **Approved**

Credit Hours: 12

Course Provider: Council of Residential Specialists an affiliate of NAR

Course Title: CRS 205 “Financing and Tax Advantages for Agents and Their Clients”

Credit Hours: 16 **Approved**

Course Title: CRS 206 “Technologies to Advance Your Business” **Approved**

Credit Hours: 16

Course Title: CRS 204 “Creating Wealth through Residential Real Estate Investments”

Credit Hours: 16 **Approved**

Course Title: CRS 202 “Effective Buyer Sales Strategies” **Approved**

Credit Hours: 16

Course Title: CRS 201 “Listing Strategies for the Residential Specialist” **Approved**

Credit Hours: 16

Course Title: CRS 200 “Business Planning & Marketing for the Residential Specialist”

Credit Hours: 16 **Approved**

Course Provider: Long and Foster Institute of Real Estate

Course Title: Brokers Core Class **Approved**

Credit Hours: 6

Course Title: Salespersons Core Class **Approved**

Credit Hours: 3

Course Provider: Association of Realtors School

Course Title: CRS 201 – Listing Strategies **Approved for CE/Professional Enhancement**

Credit Hours: 15

Course Title: Real Estate Investment **Approved for CE/Professional Enhancement**

Credit Hours: 30

Course Title: CSP – Certified Sales Professional **Approved for CE/Professional**

Credit Hours: 15 **Enhancement**

Review of Instructor Applications

A motion was made by Mr. Brogan, seconded by Ms. Hamilton, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Heidi Gilmore **Approved**
Pre-Licensing: Real Estate Law

Doreen Lucas **Approved for Professional Enhancement Only & contingent upon receipt of SSN as required on application**

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/DREC Property Management/Professional Enhancement: Seller Mastery/Buyer Mastery/CIS/Contracts/Listing Presentation/Camp 4-4-3, 36-12-3/Handling Upcalls/Risk Reduction/Do Not Call

Pre-Licensing: Orientation/Real Estate Sales/Real Estate Mathematics

Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investments/Mathematics

John Kerrigan **Approved**

Continuing Education: Professional Enhancement: Lead/Radon/Construction/Pest Control/Mold/Personality Typing/NLP

Edward Deisher **Approved contingent upon receipt of SSN as required on application**

Continuing Education: Professional Enhancement: CSP – Certified Sales Professional

Review Student Requests for Approval of Educational Activity

Student: Samuel Iwu **Tabled – Need Detailed Course Outline**
Activity Title: The FHA & VA Appraiser Training
Credit Hours Requested: 14

Correspondence

Review Request from SCAOR Regarding the Issuance of CE Certificates for NAR Ethics and 15 hours of CE for Licensees Completing the 99 Hour Broker Course

The Committee reviewed a request from SCAOR in which they are requesting to be allowed to issue a 15 hour CE certificate and a 3 hour NAR Ethics certificate in addition to the 99 hour broker licensing course certificate for participants who take their 99 hour broker licensing course. The Committee did not approve the issuance of additional certificates for the following reasons: 1) They did not believe it was necessary to issue a 15 hour CE certificate since the Commission will accept a copy of the certificate for the 99 hour broker licensing course to cover all CE for the licensing period the broker licensing course was completed in and 2) They are not able to authorize a NAR certificate to be issued.

Other Business Before the Committee (for discussion only)

Mr. Brogan advised the Committee that he has accepted an appointment to serve on the Real Estate Commission and therefore will be resigning his position on the Education Committee effective as of July. Mr. Brogan advised that Doug Doyle will be submitting his resume to be considered to replace him. Mr. Brogan also advised that he will take over Vincent White's position as the liaison between the Education Committee and the Commission.

Ms. Mitchell advised that this is her last meeting; her term is expiring. The Committee thanked Ms. Mitchell for her service.

Public Comment

There was no public comment.

Next Scheduled Meeting

The next meeting will be held on Thursday, July 1, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, the meeting adjourned at 11:06 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Shauna Slaughter". The signature is written in a cursive, flowing style.

Shauna Slaughter
Administrative Specialist II